

## Message Text

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PAGE 01 KUWAIT 00370 211104Z  
ACTION NEA-10

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FM AMEMBASSY KUWAIT  
TO USDOC WASHDC  
AMEMBASSY ATHENS  
INFO SECSTATE WASHDC 9965  
USINT BAGHDAD

UNCLAS KUWAIT 0370

COMMERCE FOR ITA/BED/CAGNE

ATHENS FOR RTDO

STATE FOR NEA/ARP

E.O. 11652: N/A  
TAGS: BTIO, KU  
SUBJECT: TRADE OPPORTUNITY: SUPPLY OF TURN-KEY FIBERGLASS  
PIPE FACTORY AND CATERPILLAR CONSTRUCTION MACHINERY FOR  
IRAQI SEWER PROJECT.

1. SAID MOHAMAD AL-NAQEEB, GENERAL MANAGER OF MOHAMAD SAID  
AL-NAQEEB AND SONS, A PROMINENT KUWAITI MERCHANT ESTABLISHMENT  
WHICH HAS JOINED IN A JOINT VENTURE WITH THE IRAQI FIRM OF  
KHALID BUREAU FOR THREE SECTIONS OF THE 600 MILLION IRAQI  
DINAR SEWAGE PROJECT, CURRENTLY UNDER TENDER AND BEGINNING  
CONSTRUCTION, REQUESTED THAT INTERESTED U.S. FIRMS BE  
NOTIFIED OF THEIR INTENTION TO BUILD A FIBERGLASS PIPE  
FACTORY IN IRAQ TO SUPPLY THE PIPES NEEDED FOR THIS  
SEWAGE PROJECT AND TO PURCHASE DIRECTLY  
CERTAIN TYPES OF CATERPILLAR CONSTRUCTION MACHINERY.

2. JOINT VENTURE PARTNERS ARE INTERESTED IN RECEIVING  
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PAGE 02 KUWAIT 00370 211104Z

PROPOSALS OF U.S. FIRMS FOR THE SUPPLY OF RAW MATERIALS,  
MACHINERY AND MOULDS NECESSARY TO FORM PIPES RANGING  
FROM 10 CENTIMETERS TO 1.5 METERS IN DIAMETER AND ALSO  
FOR THE MANUFACTURE OF APPROPRIATELY SIZED JOINTS. BIDS  
WHICH WON THE THREE SECTIONS OF THE PROJECT WERE PREMISED  
ON BUILDING OF SUCH A PLANT AND ITS ASSOCIATED ECONOMIES.  
ACCORDING TO AL-NAQEEB, IMPORTATION OF BOTH RAW MATERIALS

AND PLANT WILL BE POSSIBLE UNDER REGULATION 157 OF THE IRAQI LAW ON PROJECTS. OUTPUT WILL BE BASED ON THE THREE SECTIONS ALREADY WON AND THE NEEDS OF ANY FURTHER SECTIONS OF THE SEWER PROJECT THAT WILL BE AWARDED TO THE JOINT VENTURE PARTNERS.

3. THE PARTNERS ARE ALSO INTERESTED IN THE DIRECT PURCHASE FROM CATERPILLAR OF 8 D9 MACHINES WITH RIPPERS. THEY ARE ALSO INTERESTED IN A PIPE LAYING MACHINE AND EXCAVATORS OF 1.8 CUBIC METER LOAD CAPACITY.

4. INTERESTED PARTIES AND CATERPILLAR SHOULD CONTACT DIRECTLY SAID MOHAMAD AL-NAQEEB, MOHAMAD SAID AL-NAQEEB AND SONS COMPANY, P.O. BOX 23801 KUWAIT, CABLE DECOLART, KUWAIT, TELEX 2542KT, TELEPHONE NUMBER 440304. (AL-NAQEEB DOES NOT WISH TO PURCHASE FROM LOCAL CATERPILLAR AGENT, WHO DOES NOT HAVE EXCLUSIVE RIGHTS FOR IRAQ, FEELING HIS PRICES ARE TOO HIGH).  
MAESTRONE

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## Message Attributes

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**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Disposition Case Number:** n/a  
**Disposition Comment:**  
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